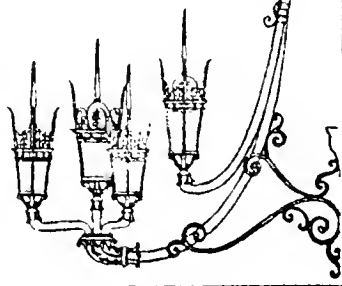


BOSTON
PUBLIC
LIBRARY



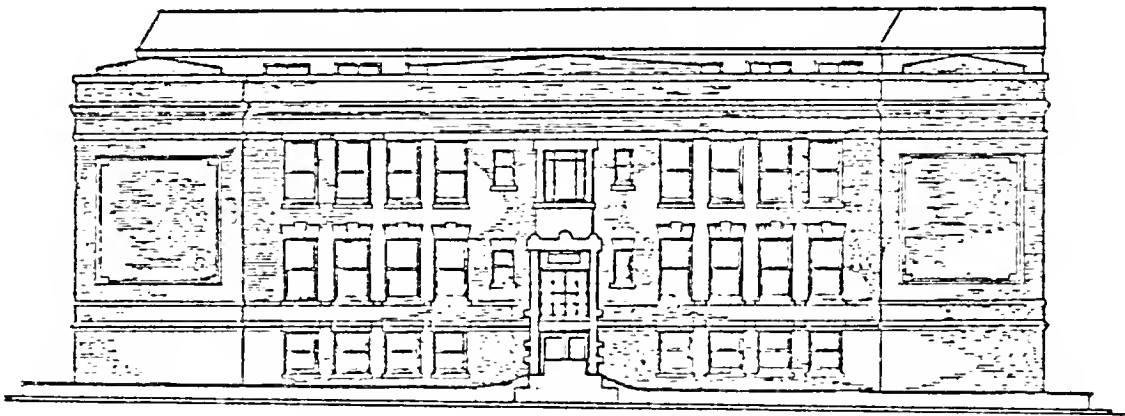
CITY OF BOSTON

BOSTON PUBLIC LIBRARY

PUBLIC FACILITIES COMMISSION

DEVELOPMENT PROPOSAL
FOR SURPLUS SCHOOLS

SHERIDAN CONDOMINIUMS
EAST BOSTON, MASS.



MAJOR CONSTRUCTION
MANAGEMENT CORP.

12 DAY STREET
LYNN, MASS.



Dec 15 4 53 PM '81
December 15, 1981

City of Boston
Public Facilities Department
147 Milk Street
Boston, Ma 02109

Re: Surplus School
Philip H. Sheridan School
1 Prescott Street
East Boston, Mass.

BOSTON PUBLIC LIBRARY

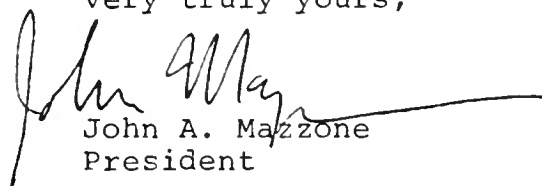
Gentlemen:

Major Construction Management hereby submits the following proposal for the above mentioned surplus school. We also enclose the required certified checks for the proposal fee. We include the following:

1. Letter of Interest.
2. Legal and Financial Qualification Information.
 - a. Statement of Qualifications and Financial Responsibility Form.
 - b. Audited Financial Statements of September 30, 1980.
 - c. Qualifications and Experience of the Development Team.
3. Development Pro Forma For Condominiums.
4. Bank Letter of Interest.
5. Plans and description of Proposed Renovations.

We thank you for considering our team to develop the above surplus school. Please call this writer, should you require any additional clarification concerning our proposal.

Very truly yours,


John A. Mazzone
President

JAM/jac



December 15, 1981

Public Facilities Commission
147 Milk Street
Boston, Massachusetts 02109

Gentlemen:

Major Construction and Management Corporation is seeking designation as the developer of the Philip H. Sheridan School at 1 Prescott Street, East Boston, Massachusetts.

Having been involved in real estate construction and management within the City of Boston for approximately eight years, we feel that this corporation is best suited to undertake this project, which calls for the development of 24 condominium units.

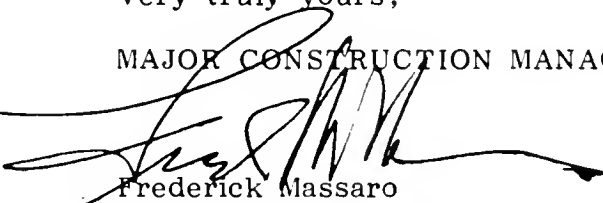
First of all, all of the principals of the corporation are life-long East Boston residents, and we are all therefore well aware of the type and quality of development best suited to East Boston residents, as well as the problems that are peculiar to the East Boston area. For example, airplanes fly in a pattern directly above the Sheridan School, thereby causing an excessive amount of noise pollution at this site. As you will see in our plans, we have sought to minimize the effect of this problem.

Additionally, we are programming our development directly toward East Boston residents. Since we will be our own contractors and construction managers, we will be able to keep the costs of development at a minimum, thereby making the units more affordable to the East Boston residents without having to compromise on the quality of construction.

Our proposal also calls for a large amount of exterior lighting in order to prevent loitering by the local youths and to increase security for the residents in the attached off-street parking area which will be provided for the owners and their visitors.

Very truly yours,

MAJOR CONSTRUCTION MANAGEMENT CORPORATION



Frederick Massaro
Vice President

DEVELOPER'S STATEMENT OF QUALIFICATIONS
AND FINANCIAL RESPONSIBILITY

(For Confidential Use of the Public Facilities Department)

1. Name and address of developer: Major Construction Management Corp.
12 Day Street P.O. Box 349
Lynn, Ma 01905
2. Is the developer a subsidiary of or affiliated with any other corporation or corporations of any other firm or firms:
 X yes no
If yes, please attach explanation. - Central Tile Company, Inc.
12 Day Street P.O. Box 349
Lynn, Ma 01905
3. a. The financial condition of the developer, as of July 1, 1981, is as reflected in the attached financial statement.
(NOTE: Attach to this statement a certified financial statement showing the assets and the liabilities, including contingent liabilities, fully itemized in accordance with accepted accounting standards and based on a proper audit. If the date of the certified financial precedes the date of this submission by more than six months, also attach an interim balance sheet not more than 60 days old).
b. Name and address of auditor or public accountant who performed the audit on which said financial statement is based:
Howard Slater, C.P.A.; Swampscott, Ma 01907
4. If funds for the development of the project are to be from sources other than the developer's own funds, a statement of the developer's plan for financing the acquisition and development of the land:
Equity. Acquisition, Construction, & permanent financing them.
Security Bank of Lynn; & East Boston Savings Bank; Boston.
5. Sources and amount of cash available to developers to meet equity requirements of the proposed undertaking:
 - a. In banks:

<u>Name, Address, and Zip Code of Bank</u>	<u>Amount</u>
	\$
 - b. By loans from affiliated or associated corporations or firms:

<u>Name, Address, and Zip Code of Source</u>	<u>Amount</u>
	\$
 - c. By sale of readily salable assets:

<u>Description</u>	<u>Market Value</u>	<u>Mortgages or Liens</u>
	\$	\$



6. Name and address of bank references:

Mr. Iarabino - Security Bank - Lynn, Mass.
Mr. Skinner - Shawmut Bank - Boston, Mass.
Mr. Baribeau - Essex County Bank - Lynn, Mass.

7. Has the developer or (if any) the corporation, or any subsidiary or affiliated corporation of the developer or said parent corporation, or any of the developer's officers or principal members, shareholders or investors, or other interested parties been adjudged bankrupt, either voluntary or involuntary, within the past ten years?

yes X no
If yes, give date, place, and under what name.

8. a. Undertakings comparable to the proposed development work, which have been completed by the developer, including identification and brief description of each project and date of completion:

- | | |
|---|---------------------|
| 1. Taunton Housing Authority - 52 Units | \$2,500,000. - 1981 |
| 2. Roxbury Project - Apartment Rehabs. | \$1,500,000. - 1980 |
| 3. Quincy Housing Authority - Housing Rehabs. | \$ 500,000. - 1979 |
| 4. Massport - Maintenance Facilities | \$ 850,000. - 1981 |

b. If the developer or any of the principals of the developer has ever been an employee in a supervisory capacity for construction contractor or builder on undertakings comparable to the proposed development work, name of such employee, name and address of employer, title of position, and brief description of work:

John A. Mazzone, President
Major Construction Management Corp.
12 Day Street; P.O. Box 349
Lynn, Ma 01905

Job Description: Registered Engineer --
Oversees all construction projects.

Affiliated Corp: Central Tile Company has done renovations
and new construction for Parker House,
Boston City Hospital, One Post Office Square,
Meridian Hotel, 1975 thru 1981 -\$6,000,000.



9. If the developer or a parent corporation, a subsidiary, an affiliate, or a principal of the developer is to participate in the development of the land as a construction contractor or builder:

a. Name and address of such contractor or builder:

Major Construction Management, Inc.
12 Day Street P.O. Box 349
Lynn, Ma 01905

This company will act as general contractor on this project.

- b. Has such contractor or builder within the last 10 years ever failed to qualify as a responsible bidder, refused to enter into a contract after an award has been made, or failed to complete a construction or development contract?

yes X no
If yes, explain:

- c. Total amount of construction or development work performed by such contractor or builder during the last three years:
\$6,000,000.

General description of such work:

General Contractor work on housing and commercial projects - both public and private - the specific projects are listed 8(a) Page 13.

- d. Construction contracts or developments now being performed by such contractor or builder:

<u>Identification of Contract or Development</u>	<u>Location</u>	<u>Amount</u>	<u>Date to be Completed</u>
Taunton Housing	Taunton, Mass.	\$2,500,000.	January 1982
Don Orione Home	East Boston, Mass.	\$ 150,000.	January 1982
Leyden St. Townhouses	East Boston, Mass.	\$ 800,000.	June 1982

- e. Outstanding construction contract bids of such contractor or builder:

<u>Awarding Agency</u>	<u>Amount</u>	<u>Date Opened</u>
Saugus Housing Authority	\$6,000,000.	May 26, 1981



10. Brief statement respecting equipment, experience, financial capability and other resources available to such contractor or builder for the performance of work involved in the development of the land, specifying particularly the qualifications of the personnel, the nature of the equipment, and the general experience of the contractor:

The principals, officers, and employees of M.C.M., Inc. have over combined 60 years of extensive experience in the general and specialty construction field, particularly in East Boston and immediate environs. The President is a lifelong resident of East Boston, Mass. The Company maintains it's offices and yard at 12 Day Street; Lynn, Mass. and has 2 Estimators, 2 Secretaries, bookkeeper, 4 Field Supervisors and \$250,000 worth of equipment on site.

11. Statement and other evidence of the developer's qualifications and financial responsibility (other than the financial statement referred to in Item 3) are attached hereto and hereby made a part hereof as follows:

M.C.M. has acted as Construction Consultant to Bond Brothers Inc., on a \$10,000,000/ 162,000 Square Foot Facility at Natick, Mass.

CERTIFICATION

I/We, Forrest Slater, certify that this Developer's Statement of Qualifications and Financial Responsibility and the attached evidence of the developer's qualifications and financial responsibility, including financial statements, are true and correct to the best of my (our) knowledge and belief.

Dated 15 DEC 81

Dated 15 DEC 81

John Maygon
Signature

Forrest Slater
Signature

President
Title

V. P.
Title

MCM 12 DAY ST

MCM 12 DAY ST

Lynn Ma 01905
Address & Zip Code

Lynn Ma 01905
Address & Zip Code

MAJOR CONSTRUCTION MANAGEMENT CORPORATION
AND TWELVE MONTHS OF ITS 100% OWNED
SUBSIDIARY CENTRAL TILE COMPANY INCORPORATED
AUDITED FINANCIAL STATEMENTS
SEPTEMBER 30, 1980

Prepared by:
Howard Slater
Certified Public Accountant

Howard Slater
CERTIFIED PUBLIC ACCOUNTANT
P. O. BOX 73
1000 PARADISE ROAD, SUITE 2R WEST
SWAMPSCOTT, MA 01907
—
TELEPHONE (617) 895-0896

January 29, 1981

To The Board Of Directors Of
Major Construction Management Corp.
12 Day Street
Lynn, Mass.

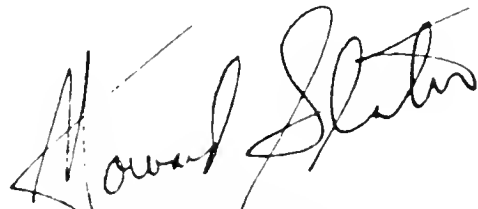
Gentlemen:

We have examined the consolidated balance sheet of Major Construction Management Corporation which includes twelve months of its 100% owned subsidiary Central Tile Company Incorporated as of September 30, 1980 and the related consolidated statements of income and retained earnings and changes in financial position for the year then ended. Our examination was made in accordance with generally accepted auditing standards, and accordingly includes such tests of the accounting records and such other auditing procedures as we considered necessary in the circumstances.

Because of management supplying us with inventory amounts for Central Tile Co., Inc., it was not practical to extend our auditing procedures to enable us to express an opinion on results of operations and change in financial position for the twelve months ending Sept. 30, 1980.

Only because of the circumstances described in the proceeding paragraph, we do not express any opinion on the Company's financial statements taken as a whole.

Very truly yours,

A handwritten signature in dark ink, appearing to read "Howard Slater", is written over a faint, larger version of the same signature.

Howard Slater,
Certified Public Accountant
HS/bn

MAJOR CONSTRUCTION MANAGEMENT CORPORATION

TABLE OF CONTENTS

- Exhibit A - Opinion Letter
- Exhibit B - Consolidated statement of financial position
- Exhibit C - Consolidated statement of income
- Exhibit D - Consolidated statement of stockholders' equity
- Exhibit E - Consolidated change in working capital
- Exhibit F - Notes to consolidated financial statements
- Exhibit G - Major Construction Management Corp., financial
statements
- Exhibit H - Central Tile Company, Inc., financial statements

Exhibit B

MAJOR CONSTRUCTION MANAGEMENT CORP.
AND ITS 100% - OWNED
SUBSIDIARY CENTRAL TILE COMPANY INCORPORATED
COMPARATIVE CONSOLIDATED STATEMENT
OF FINANCIAL POSITIONS
FOR THE YEARS ENDING
SEPTEMBER 30, 1979 and 1980

	<u>1979</u>	<u>1980</u>
Current Assets:		
Cash	\$ 44,559.	\$ 20,552.
Accounts receivable, contracts	467,697.	497,937.
Less: Allow doubtful accounts	7,500.	8,771.
	<u>\$460,197.</u>	<u>\$489,166.</u>
Accounts receivable, retainage	29,745.	308,818.
Cost and estimated earnings on uncompleted contracts in excess of related billings	15,117.	84,317.
Inventory	25,000.	74,900.
Loan-Stockholder	-0-	-0-
Other current assets	9,052.	15,732.
Total current assets	<u>\$583,670.</u>	<u>\$993,485.</u>
Fixed Assets, at cost		
Equipment	\$ 84,808.	\$ 84,808.
Less: Accumulated depreciation	(57,723.)	(69,356.)
Total fixed assets	<u>\$ 27,085.</u>	<u>\$ 15,452.</u>
Total Assets	<u><u>\$610,755.</u></u>	<u><u>\$1008,937.</u></u>

AUDITED

See opinion letter and notes which are an integral part of the financial statement.

HOWARD SLATER *Certified Public Accountant*

MAJOR CONSTRUCTION MANAGEMENT CORP.
AND ITS 100% - OWNED
SUBSIDIARY CENTRAL TILE COMPANY INCORPORATED
COMPARATIVE CONSOLIDATED STATEMENT OF FINANCIAL POSITIONS
FOR THE YEARS ENDING
SEPTEMBER 30, 1979 AND 1980

	<u>1979</u>	<u>1980</u>
<u>LIABILITIES & STOCKHOLDERS EQUITY</u>		
Current Liabilities:		
Notes payable-demand	\$ -0-	\$ 2,930.
Notes payable,bank	22,348.	15,833.
Accounts payable,trade	168,737.	347,572.
Accrued bonus & expenses	17,656.	5,111.
Taxes payable	6,236.	14,257.
Loan Stockholder	142,360.	212,406.
Billings on uncompleted contracts in excess of related costs and estimated earnings	1,941.	92,638.
Total Current Liabilities	<u>\$359,278.</u>	<u>\$690,747.</u>
Notes payable,bank long-term	38,400.	46,432.
Stockholders Equity:		
Common stock,no par authorized 1,000 sh., issued	80,300.	80,300.
Paid-in surplus	86,599.	86,599.
Consolidated retained earnings	46,178.	104,859.
Total stockholders equity	<u>\$213,077.</u>	<u>\$271,758.</u>
Total Liabilities and Stockholders Equity	<u><u>\$610,755.</u></u>	<u><u>\$1008,937.</u></u>

AUDITED

See opinion letter and notes which are an integral part of the financial statements.

HOWARD SLATER *Certified Public Accountant*

MAJOR CONSTRUCTION MANAGEMENT CORP.
AND ITS 100% - OWNED
SUBSIDIARY CENTRAL TILE COMPANY INCORPORATED
COMPARATIVE CONSOLIDATED INCOME STATEMENT FOR THE
YEAR ENDING
SEPTEMBER 30, 1979 AND 1980

	<u>1979</u>	<u>1980</u>
Contract revenue earned	\$798,398.	\$1,591,912.
Cost of earned contract revenue	638,054.	1,152,333.
Gross Profit	<u>\$160,344.</u>	<u>\$ 439,579.</u>
General & administrative expenses	370,693.	378,384.
Operating profit (Loss)	(\$210,349.)	\$ 61,195.
Other income and expenses		
Income	192,872.	987.
Expenses (bonus)	-0-	-0-
Income before tax	(\$ 17,477.)	\$ 62,182.
Provision for income tax:		
Deferred	-0-	3,500.
Net Income	<u>(\$ 17,477.)</u>	<u>\$ 58,682.</u>

AUDITED

See opinion letter and notes which are an integral part of the financial statement.

HOWARD SLATER *Certified Public Accountant*

MAJOR CONSTRUCTION MANAGEMENT CORP.
AND TWELVE MONTHS OF ITS 100% - OWNED SUBSIDIARY
CENTRAL TILE CO., INC. STATEMENT OF
RETAINED EARNINGS FOR THE YEAR ENDED
SEPTEMBER 30, 1980

Common Stock:

Balance at end of year	<u>\$80,300</u>
------------------------	-----------------

Retained Earnings:

Balance at beginning of year	\$46,177
Major Construction Management Corp. twelve month's income	7,126
Central Tile Co., Inc. twelve month's earnings	<u>51,556</u>
Consolidated retained earnings end of year	\$104,859

AUDITED

See consolidated financial statements, it's opinion letter
and notes which are all an integral part of this financial
statement.

HOWARD SLATER *Certified Public Accountant*

MAJOR CONSTRUCTION MANAGEMENT CORP.
AND ITS 100% - OWNED
SUBSIDIARY CENTRAL TILE COMPANY INCORPORATED
CHANGE IN FINANCIAL POSITION
FOR THE YEAR ENDED
SEPTEMBER 30, 1980

Funds were provided by:

Net Income	\$ 58,681
Addition long-term financing	8,032
Depreciation	11,633
	\$ 78,346

Resulting in a net increase of Working capital of	<u>\$ 78,346</u>
--	------------------

<u>Represented by:</u>	<u>1979</u>	<u>1980</u>	<u>Increase (Decrease)</u>
Current assets	\$583,670	\$993,485	\$409,815
Less: current liabilities	359,278	690,747	331,469
Working capital	\$224,392	\$302,738	
 Net increase for working capital (as above)			 \$ 78,346

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

HOWARD SLATER *Certified Public Accountant*

MAJOR CONSTRUCTION MANAGEMENT CORP.
AND ITS 100% - OWNED
SUBSIDIARY CENTRAL TILE CO., INC.
NOTES TO FINANCIAL STATEMENTS
SEPTEMBER 30, 1980

NOTE 1 - PRINCIPLES OF STATEMENT PRESENTATION

The accounting principles that affect the more significant aspects of the Company's financial statements are as follows:

Recognition of Income- Profits on long term contracts are recorded on the basis of the Company's estimates of the percentage of completion of individual contracts, commencing when progress reaches a point where experience is sufficient to estimate results with reasonable accuracy. Income is then recognized in the ratio that incurred costs to date bear to estimated total costs after giving effect to estimates of costs to complete based upon recent information.

At the time a loss (if any) on a job becomes known, the entire amount of the estimated ultimate loss is accrued.

Accounts Receivable, Retainages - Accounts receivable, retainages are the amounts retained on contracts which are due contingent upon certification and approval of construction.

Fixed Assets - Items capitalized are valued at cost. Depreciation is computed using a straight-line method based on the estimated useful lives of the assets. Routine repairs and maintenance expenditures are expensed as incurred. A summary of the estimated lives of the fixed assets are as follows:

	<u>Depreciable Estimated Life</u>
Construction equipment	5 Years
Motor vehicles	3-5 Years
Furniture and Fixtures	7-10 Years

Overhead Allocation - Contract Costs - Direct Labor overhead including union contributions, payroll taxes and workmen's compensation insurance are charged directly to the cost of the contracts in process based on the amount of labor expended on each contract.

NOTE 2 - ACCOUNTS RECEIVABLE - CONTRACTS

A reserve for bad debts of \$8,771. was set up in 1980, not only to cover bad debts, but also potential litigation. See note 6,7 and at present is still considered adequate.

NOTE 3 - CONTRACTS IN PROCESS

See attached schedule. (Exhibit #H)

On Dec. 12,1980, Major Construction Management Corp. received a financing commitment of \$2,397,935. at 1 $\frac{1}{2}$ above prime from the Shawmut Bank of Boston for construction financing, for the city of Taunton on a Turnkey Contract of Sale (MA 017-006) from the Taunton Housing Authority.

NOTE 4 - NOTES PAYABLE

The notes are primarily with Security National Bank and secured by auto financing agreements.

NOTE 5 - INCOME TAXES

For tax reporting purposes the Company reports contract revenue on the completed contract method and on the percentage of completion method for financial reporting purposes. There has been no examination to date by the Internal Revenue service. Nor is there any tax liability due or anticipated to date other than the deferred provision of \$3500.

NOTE 6 - OTHER INCOME

The Company as of September 30, 1979, made additional other income of \$187,118 on a sale of land in New Hampshire. A substantial portion was paid to remove mortgages from the property by that year end, and the \$302,618 Account Receivable was paid in December 1980.

NOTE 7 - LITIGATION & SUBSEQUENT EVENTS

This is still a suit with Logan Plastering Company against Major Construction Management Corporation which legal counsel feels a maximum of \$5,000. exposure. No other matter are considered significant by Legal Counsel.

MAJOR CONSTRUCTION MANAGEMENT CORP.
STATEMENT OF FINANCIAL POSITION
SEPTEMBER 30, 1979 AND 1980

<u>ASSETS</u>	<u>1979</u>	<u>1980</u>
Current Assets:		
Cash	\$ 39,198.	\$ 11,916.
Accounts receivable contracts	356,933.	311,435.
Less: Allow doubtful accts.	6,000.	350,933.6,000
Accounts receivable retainages	26,745.	305,435.
Cost & estimated earnings on uncompleted contracts in excess of related billings.	-0-	302,618.
Accounts receivable, affiliated companies	54,922.	38,460.
Loan-Stockholder	-0-	49,843.
Other current assets	7,124.	-0-
	<u>\$478,922.</u>	<u>5,748.</u>
		\$714,020.
Fixed assets, at cost		
Equipment	\$ 41,451.	\$ 41,451.
Less: Accumulated depreciation	21,605.	30,408.
Total fixed assets	<u>\$ 19,846.</u>	<u>\$ 11,043.</u>
Total Assets	<u>\$498,768.</u>	<u>\$725,063</u>

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

HOWARD SLATER *Certified Public Accountant*

MAJOR CONSTRUCTION MANAGMENT CORP.
LIABILITIES & STOCKHOLDERS' EQUITY

	<u>1979</u>	<u>1980</u>
Current Liabilities:		
Notes payable-short term	\$ -0-	\$ -0-
Notes payable,bank	18,686.	15,833.
Accounts payable,trade	75,316.	176,866.
Accrued bonus and expense		
Loans-stockholder	204,487.	182,646.
Taxes payable	393.	5,163.
Billings on uncompleted contracts in excess of related costs and estimated earnings		82,081.
Total current liabilities	<u>\$298,882.</u>	<u>\$462,589.</u>
Notes payable,bank long-term	35,400.	46,432.
	<u>\$334,282.</u>	<u>\$509,021.</u>
Stockholders Equity:		
Common stock, no par		
Authorized 1000 sh.;issued and outstanding 300	\$ 80,300.	\$ 80,300.
Retained earnings	84,186.	135,742.
Total stockholders equity	<u>\$164,486.</u>	<u>\$216,042.</u>
Total liabilities and stockholders equity	<u>\$498,768.</u>	<u>\$725,063.</u>

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

MAJOR CONSTRUCTION MANAGEMENT CORP.
STATEMENT OF INCOME
YEARS ENDED SEPTEMBER 30, 1979 AND 1980

	<u>1979</u>	<u>1980</u>
Contract revenue earned	\$240,087	\$685,489
Cost of earned contract revenue	<u>220,053</u>	<u>502,187</u>
Gross profit	\$ 20,034	\$183,302
General & Administrative expenses	\$186,956	\$128,246
Operating profit	(\$166,922)	\$ 55,056
Other income and expenses	\$191,772	-0-
Income	<u>-0-</u>	<u>-0-</u>
Expenses (bonus)	\$ 24,850	\$ 55,056
Income before tax		
Provision for income tax:		
Current	\$ -0-	\$ -0-
Deferred	<u>-0-</u>	<u>3,500</u>
	\$ -0-	\$ 3,500
Net income	<u>\$ 24,850</u>	<u>\$ 51,556</u>

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

HOWARD SLATER *Certified Public Accountant*

MAJOR CONSTRUCTION MANAGEMENT CORP.
SCHEDULE OF GENERAL & ADMINISTRATIVE EXPENSES
YEARS ENDED SEPT. 30, 1979 AND 1980

	<u>1979</u>	<u>1980</u>
Advertising	\$ 15.	\$ 23.✓
Audit & Legal	7,818	3,825.✓
Auto expenses	7,473.	12,708.✓
Bad debts	-0-	-0-
Bonuses-Christmas	-0-	800.
Contributions & dues	2,630.	110.
Depreciation	8,153.	8,803.✓
Insurance Ex.	9,711.	15,206✓
Ins.- Blue Cross	4,584.	2,706✓
Interest ex.	19,836.	23,042.✓
Loss on sale-m.v.	-0-	-0-
Misc. ex.	416.	561.✓
Office ex.	3,394.	5,396.✓
Permits, fees, regis.	4,268.	96.✓
Rent	7,700.	8,400✓
Salaries-office	20,525.	7,559.✓
Salaries-supervisors	59,733.	20,400✓
Selling ex.	2,565.	2,200.✓
Taxes-payroll	7,453.	3,401.✓
Taxes-other	7,117.	2,736.✓
Travel ex.	10,950.	5,757.✓
Utilities-telephone	2,615.	3,167.✓
Utilities-heat & elec.	-0-	1,350.✓
	<u> </u>	<u> </u>
 Total G. & A. expenses	 <u>\$186,956.</u>	 <u>\$128,246.</u>

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

MAJOR CONSTRUCTION MANAGEMENT CORP.
STATEMENT OF STOCKHOLDER'S EQUITY
SEPTEMBER 30, 1979 AND 1980

	<u>1979</u>	<u>1980</u>
Common Stock:		
Balance at beginning of year	\$80,300.	\$80,300.
Additional capital invested	-0-	-0-
Balance - end of year	<u>\$80,300.</u>	<u>\$80,300.</u>
Retained Earnings:		
Balance at beginning of year	\$59,336.	\$84,186.
Net income for the year	24,850.	51,556.
Balance - end of year	<u>\$84,186.</u>	<u>\$135,742.</u>

MAJOR CONSTRUCTION MANAGEMENT

SCHEDULE SALES

9/30/80

COMPLETED DESCRIPTION	CONTRACT	EST. COST	EST. PROFIT	BILLED TO DATE	COST TO DATE	EARNINGS TO DATE	COST/EARNINGS IN EXCESS BILLINGS	BILLINGS IN EXCESS COST & EARNINGS
COMMONWEALTH PIER	195,645.	130,645.	65,000.	114,411.	191,829.	63,700.	-	13,718.
HOUSE MAINT.	634,700.	604,700.	30,000.	242,137.	325,800.	15,300.	-	68,363.
RIOT	150,000.	115,000.	35,000.	112,967.	134,000.	31,150.	10,117.	-
TOTAL	2,378,000.	2,228,000.	150,000.	28,343.	-0-	-0-	28,343.	-
				\$497,858.	\$651,629.	\$110,150.	\$38,460.	\$82,081.

CENTRAL TILE COMPANY, INC.
STATEMENT OF FINANCIAL POSITION
SEPTEMBER 30, 1979 AND 1980

<u>ASSETS</u>	<u>1979</u>	<u>1980</u>
<u>Current Assets:</u>		
Cash	\$ 5,361.	\$ 8,636.
Accounts receivable, contracts	110,764.	186,502.
Less: Allow, doubtful accts.	<u>1,500.</u>	<u>2,771.</u>
Accounts receivable, retain- ages	3,000.	6,200.
Loan-Officer	62,127.	-0-
Loan receivable	-0-	-0-
Costs & Estimated earnings on uncompleted contracts in excess of related bil- lings	15,117.	45,857.
Inventory (at cost)	25,000.	74,900.
Prepaid assets	<u>1,928.</u>	<u>9,984.</u>
Total current assets	<u>\$221,797.</u>	<u>\$329,308.</u>

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

HOWARD SLATER *Certified Public Accountant*

CENTRAL TILE COMPANY, INC.LIABILITIES & STOCKHOLDER'S EQUITY

Current Liabilities:	<u>1979</u>	<u>1980</u>
Notes payable, bank	\$ 3,662.	\$ 2,930.
Accounts payable, trade	93,421.	170,706.
Accrued Expenses	17,656.	5,111.
Taxes payable	5,843.	9,094.
Loan-Officier	-0-	29,760.
Loans payable, affiliated Co.-MCM	54,922.	49,843.
Billings on uncompleted contracts in excess of related costs and estimated earnings.	<u>1,941.</u>	<u>10,557.</u>
Total current liabilities	<u>\$177,445.</u>	<u>\$278,001</u>
Notes payable bank-long term	3,000.	-0-
Stockholders Equity:		
Capital Stock	<u>7,562.</u>	<u>7,562.</u>
Retained earnings:		
Balance July 1, 1979	\$106,458.	\$ 64,131.
Net Profit (loss) for year	(42,327.)	7,125.
Total	<u>\$ 64,131.</u>	<u>\$ 71,256.</u>
Treasury Stock	(23,102.)	(23,102.)
Total net worth	<u>\$ 41,029.</u>	<u>\$ 48,154.</u>
<u>Total liabilities and new worth</u>	<u>\$229,036.</u>	<u>\$333,717.</u>

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

CENTRAL TILE COMPANY, INC.
SCHEDULE OF GENERAL AND ADMISTRATIVE EXPENSES
TWELVE MONTHS ENDED SEPTEMBER 30, 1979 AND
TWELVE MONTHS ENDED SEPTEMBER 30, 1980

	<u>1979</u>	<u>1980</u>
Salaries	\$ 68,186.	\$101,715.✓
Advertising and sales promotion	152.	389.✓
Audit and legal	5,608.	9,425.✓
Auto	16,133.	21,322.✓
Bad debts	-0-	2,500.✓
Life insurance-officier	1,700.	1,700.✓
Depreciation	2,241.	2,830.✓
Donations	170.	172.✓
Dues and subscriptions	2,500.	2,400.✓
Employees benefits b/c	13,776.	9,119.✓
Heat, light and water	4,891.	5,243.✓
Insurance	13,297.	25,860.✓
Interest	1,871.	1,800.✓
Licenses, permits and regis.	648.	154.✓
Office supplies and expenses	10,930.	4,807.✓
Rent	7,000.	8,921.✓
Shop expenses	7,943.	2,326.✓
Taxes-payroll	11,368.	30,978.✓
Taxes-other	1,986.	2,287.✓
Telephone	3,775.	7,689.✓
Travel	9,562.	8,501.✓
	<u>\$183,737.</u>	<u>\$250,138.</u>

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

CENTRAL TILE COMPANY, INC.
STATEMENT OF INCOME
TWELVE MONTHS ENDED SEPTEMBER 30, 1979 &
TWELVE MONTHS ENDED SEPTEMBER 30, 1980

	Twelve Mths. 1979	Twelve Mths. 1980
Contract revenue earned	\$558,311.	\$906,423.
Cost of earned contract revenue	<u>418,001.</u>	<u>650,146.</u>
Gross profit	\$140,310.	\$256,277.
General & Administrative expenses	<u>183,737.</u>	<u>250,138.</u>
Operating profit (loss)	(\$ 43,427.)	\$ 6,139.
Other income	1,100.	987.
Income	<u>-0-</u>	<u>-0-</u>
Income (loss) before taxes	(\$ 42,327.)	\$ 7,126.
Provision for income tax:	-0-	-0-
Current	-0-	-0-
Deferred	<u>-0-</u>	<u>-0-</u>
Net income	(\$ 42,327.)	\$ 7,126.

AUDITED

See consolidated financial statements, it's opinion letter and notes which are all an integral part of this financial statement.

CENTRAL TILE COMPANY
WORK IN PROGRESS

JOB #	CONTRACT NAME	TOTAL CONTRACT PRICE	EST. COST TO COMP.	EST. PROFIT	COST TO DATE	EST. TO EARN	AMOUNT BILLED TO DATE	COST EARN	BILLING
1	B.C.-Perini	54,510.	46,000.	8,510.	41,868.78.	7,999.	51,312.	78.	1,445.
3	Bridgewater-(Congress)	28,400.	23,000.	5,400.					
4	N.A.Hsg.(Charles)	20,743.	17,500.	3,243.	3,944.			3,944.	
6	Dorchester Municipal	852.	400.	452.					
8	Quincy Adams(Blout Bros.)	7,200.	5,800.	1,400.					
5	Horace Mann(WillGuy)Tile	12,784.	10,000.	2,784.	3,942.	362.	1,650.	2,654.	
5	Horace Mann(WillGuy) Res.	21,644.	20,000.	1,644.	9,736.	247.	3,247.	6,736.	
3	Back Of The Hill(Dimeo)	45,435.	38,620.	6,815.	16,599.	886.	6,000.	11,485.	
4	Caruso Diplomat(Tony)	2,000.	1,800.	200.	188.			188.	
7	Parker Bros.(G.C. Gilbane)	17,120.	15,000.	2,120.	9,110.			9,110.	
-	Tufts ConcreteConst.Co.	2,239.	1,400.	839.					
-	H.F.E.Wakefield(JAK)	8,278.	6,000.	2,278.					

CENTRAL TILE CO. WORK IN PROGRESS

#	CONTRACT NAME	TOTAL CONTRACT PRICE	EST. COST TO COMP.	EST. PROFIT	COST TO DATE	EST. TO EARN	AMOUNT BILLED TO DATE	COST EARN	BILLING
3	Hsg. Newton (WillGuy)	8,272.	6,000	2,272.					
7	Hsg. Newton (WillGuy)	21,000.	45,000.	7,500.					
3	Hsg. Chelms. (WillGuy)	31,500.							
9	Wrentham State School	28,319.	25,000.	3,319.					
2	Vappi (GCA)	34,490.	25,600.	8,890.	18,225.	7,023.	27,385.		2,137.
4	Wrenth State (Reil)	5,579.	4,200.	1,379.					
6	R.W. Granger & Sons	22,892.	18,000.	4,892.					
3	Sharon Police	3,497.	2,500.	997.					
9	Sec. Nat'l BK. (Senator Constr.)	10,395.	8,000.	2,395.	4,522.	1,509.	6,562.		531.
2	M.I.T. (Bond Bros.)	12,275.	10,000.	2,275.					
4	Hunt Mem. Hospital- (DeIulis Bros.)	5,975.	4,000.	1,975.					
6	MIT Health (Turner Constr.)	22,850.	19,000.	3,850.					
8	Dedham Court	3,974.	2,500.	1,474.					

CENTRAL TILE COMPANY

WORK IN PROGRESS

#	CONTRACT NAME	TOTAL CONTRACT PRICE	EST. COST TO COMP.	EST. PROFIT	COST TO DATE	EST. TO EARN	AMOUNT BILLED TO DATE	COST EARN	BILLING
1	MIT Marden Constr.	17,250.	14,000.	3,250.	207.			207.	
2	Fine Arts Univ. Lowell (R.A. Caputo)	11,597.	9,275.	2,322.					
3	Peterson Lincoln Mercury	2,720.	2,300.	420.					
5	Wilbram P.S.	3,440.	2,790.	650.					
6	MIT Challen (Bond Bros.)	3,150.	2,500.	650.					
8	Brocton P.L.	5,360.	4,000.	1,360.	3,198.			3,198.	
9	Malden Hsg. Authority	2,832.	2,000.	832.					
0	Gloucester Supply	1,890.	1,450.	440.	997.			997.	
1	Franklin Fruit	710.	500.	210.					
2	MSPCC (Brigham/2, Hussey)	634.	2,000.	634.					
		483,806.	396,135.	87,671.	111,617.	18,026.	96,156.	38,597.	4,113.

CENTRAL TILE COMPANY
WORK IN PROGRESS

#	CONTRACT NAME	TOTAL CONTRACT PRICE	EST. COST TO COMP.	EST. PROFIT	COST TO DATE	EST. TO EARN	AMOUNT BILLED TO DATE	COST EARN	BILLING
	Revere Beach Renov. II	13,822.	12,500.	1,322.	11,012.	952.	9,900.	2,064.	
	Museum Of Fine Arts (Jackson)	19,035.	17,000.	2,035.	8,997.	570.	5,390.	3,677.	
"	" (Jackson)	20,869.	15,000.	5,869.	6,459.	5,047.	17,950.		6,444.
		141,000.	119,000.	22,000.					
		90,500.	79,000.	11,500.					
1	Mass Electric	2,289.	1,600.	689.	1,519.			1,519.	
		771,321.	640,235.	131,086.	139,604.	24,595.	129,396.	45,857.	10,557.



TO: City of Boston Public Facilities Department

SUBJECT: Qualification & Experience

The firm of Major Construction Management has engaged in a variety of projects dealing with the private and public community. The attached documents reflect the clients and type of work being performed. It is important to note that we are a bondable firm up to \$5,000,000, which is a requirement to bid and secure many of these contracts.

We have worked with various housing authorities, the Department of Housing and Urban Development, Municipalities and Private Owners.

We invite the Public Facilities Department to contact any of the clients, agencies or departments for verification of our dependability, professionalism and project completions.

MAJOR CONSTRUCTION MANAGEMENT CORP.



John A. Mazzone
President

M.C.M. provides complete contracting services for its clients. Using the latest construction methods, and only top quality workmen, M.C.M. can, and will, guarantee its performance. Using the latest management tools, such as, critical path scheduling, and years of construction experience, M.C.M. can, and will, guarantee a time schedule.

By examining every system within the project, M.C.M. can make cost saving suggestions to our clients. In short, M.C.M. can, and will, make a "Maximum Price Guarantee".

JOHN A. MAZZONE

PRESIDENT/GENERAL MANAGER

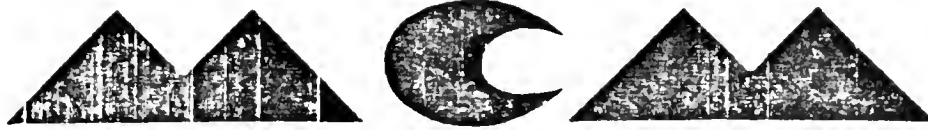
Mr. Mazzone is a graduate of Northeastern University. He is a Registered Professional Engineer. Mr. Mazzone's areas of specialization are as follows: construction cost estimating, bidding, project management of multimillion dollar projects, and supervision of all kinds of construction works. Mr. Mazzone holds a Bachelor of Science in Civil Engineering degree, and is a member of the American Society of Civil Engineers, a member of the Boston Society of Civil Engineers and holds a Boston Builders License.

FREDERICK M. MASSARO

PRINCIPAL

Mr. Massaro is the force behind M.C.M. He started with a family specialty business, fifteen years ago, and built it to one of the largest ceramic tile concerns in New England. Mr. Massaro's expansion into other construction related fields, convinced him that a construction firm was the next logical step. Using his proven business and organizational sense, he assembled the personnel that now makes up the highly capable and successful M.C.M. team.

Mr. Massaro is responsible for now moving Major Construction Management into the development field with the Turnkey success at Taunton, the Office Mall West at Natick and various other developments now in the planning stages. All this makes Major Construction Management well equipped to take projects from concept through completion.



Elderly Housing
Taunton Mass.
Taunton Housing Authority
Cost: \$2,300,000.

Renovations of Municipal Bldgs.
City of Newburyport
Newburyport, Mass.
Cost: \$200,000.

Housing Renovations, Phase I
Quincy Housing Authority
Quincy, Mass.
Cost: \$125,000.

Church Rectory
St. Lazarus Church
East Boston, Mass.
Cost: \$250,000.

Exterior Renovations-Mall Area
Salem Redevelopment Authority
Salem, Mass.
Cost: \$150,000.

Housing Renovations
Many sites-Boston
Dept. of HUD-Area Office
Cost: \$500,000. total.

Roslindale Health Ctr.
City of Boston
Cost: \$195,000.

School Renovations & Add.
4 Sites.
Boston School Committee
Cost: \$150,000.

Housing Renovations, Phase II
Quincy Housing Authority
Quincy, Mass.
Cost: \$350,000.

Office Mall West
Natick, Mass.
O.M.W. Assoc.
(Construction Mangers)
Cost: \$10,000,000.

Renovations to Academy Homes
Boston, Mass.
Dept. of HUD
Cost: \$350,000.

Meth. Union Manor
Roxbury, Mass.
Dept. of HUD
Cost: \$500,000.

Emergency Egress
Commonwealth Pier
Massport
Cost: \$200,000.

In-Flite Kitchen
Boston, Mass.
Marriott Corp.
Cost: \$310,000.

Maintenance Addition
Logan Airport
Massport
Cost: \$720,000.

Office Building
F & M Trust
Lynn, Mass.
Cost: \$500,000.

ARNOLD A. JACOBSON AND ASSOCIATES ARCHITECTS

660 SUMMER STREET, BOSTON, MASSACHUSETTS, 02210

THE FIRM

Arnold A. Jacobson and Associates was founded in 1970 with the intent of providing full architectural services. Our purpose is to establish a close personal and professional relationship with our client in order to develop a solution that will precisely serve the client's requirements.

We have the resources to provide prospective clients with a complete range of architectural services including feasibility studies, planning, site design, design, specifications, building development and construction administration.

ARNOLD A. JACOBSON

PRINCIPAL

BORN:

August 6, 1930; London, England

EDUCATION:

Regent Street Polytechnic; London, England
Certificate in Architecture, 1954

College of Preceptors; London, England
Senior Certificate with Distinction, 1949

REGISTRATION:

Registered Architect (Mass. #2661, New Hampshire #910)

PROFESSIONAL EXPERIENCE:

Arnold A. Jacobson and Associates
Boston, Massachusetts, 1970 to date
Position: Principal of firm

Richmond and Goldberg, Architects
Boston, Massachusetts, 1964-1969

Position: Architectural Designer, Project Manager

Cabot, Cabot and Forbes, Architects, Engineers, Planners
Boston, Massachusetts, 1959-1964

Position: Architectural Designer, Project Manager

Stone and Webster Engineering, Inc.

Boston, Massachusetts, 1956-1958

Position: Architectural Designer

Green, Blankenstein, Russell and Associates, Architects, Engineers
Winnipeg, Canada, 1954-1956

Position: Architectural Assistant

Shaw and Lloyd, Architects

London, England, 1947-1954

Position: Intern, Architectural Assistant

WAYNE M. FERSON

ASSOCIATE

BORN:

May 8, 1934; Fitchburg, Massachusetts

EDUCATION:

Boston Architectural Center, Boston, MA

Dean Junior College, Franklin, MA

MILITARY:

United States Navy, 1955-1959

PROFESSIONAL EXPERIENCE:

Arnold A. Jacobson and Associates, Architects
Boston, Massachusetts, 1978 to date
Position: Project Manager, Job Captain

William J. Gavin and Associates, Inc., Architects
Lowell, Massachusetts, 1969-1978
Position: Project Manager, Job Captain

Perley F. Gilbert and Associates, Inc., Architects, Engineers
Lowell, Massachusetts, 1963-1969
Position: Job Captain

Edward J. Tedesco and Associates, Architects
Winchester, Massachusetts, 1959-1960
Position: Architectural Draftsman

FRANK J. GREENE

ASSOCIATE

BORN:

April 23, 1954; Jacksonville, North Carolina

EDUCATION:

Harvard Graduate School of Design; Cambridge, MA

Howard University; Washington, D.C.

Bachelor of Architecture, cum laude, 1978

PROFESSIONAL EXPERIENCE:

Arnold A. Jacobson and Associates

Boston, Massachusetts, 1979 to date

Position: Project Designer

WZMH - Habib, Inc., Architects and Planners

Boston, Massachusetts, 1979

Position: Architectural Draftsman

International Design Associates, Architects and Planners

Silverspring, Maryland, 1978

Position: Architectural Draftsman

F. A. McGonegal, Inc., Interior Design

Falls Church, Virginia, 1976-1978

Position: Draftsman/Renderer

THE CONSULTANTS

STRUCTURAL:

Patti Associates, Inc.
Cambridge, Massachusetts
Souza and True, Inc.
Cambridge, Massachusetts

MECHANICAL/ELECTRICAL:

Thompson Consultants, Inc.
Marion, Massachusetts
Helden Associates
Boston, Massachusetts

CIVIL/SANITARY:

Somerville Engineering, Inc.
Somerville, Massachusetts
William S. Crocker, Inc.
Boston, Massachusetts

ACOUSTICS:

Bolt, Beranek & Newman, Inc.
Cambridge, Massachusetts

MATERIAL TECHNOLOGIST:

The Thompson & Lichtner Co., Inc.
Brookline, Massachusetts
R. J. Kenney Associates
North Attleboro, Massachusetts

LANDSCAPE:

Homer K. Dodge and Associates
Framingham, Massachusetts
Mason & Frey
Belmont, Massachusetts

SOILS:

Goldberg-Zoino & Associates
Cambridge, Massachusetts
Geotechnical Consultants, Inc.
Stoneham, Massachusetts

COST ESTIMATING:

Industrial Estimating Service
Boston, Massachusetts
A. M. Fogarty and Associates
Hingham, Massachusetts

THE CONSULTANTS

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Hingham, Massachusetts

THE PROJECTS

THE CLIENTS

THE SCOPE OF WORK

<u>HOUSING</u>	<u>1</u>
<u>PUBLIC BUILDINGS</u>	<u>2</u>
<u>RESIDENTIAL</u>	<u>3</u>
<u>INSTITUTIONAL</u>	<u>4</u>
<u>INDUSTRIAL/COMMERCIAL</u>	<u>5</u>
<u>CONSULTANCY/ADVOCACY</u>	<u>6</u>
<u>REFERENCES</u>	<u>7</u>

PROJECT**CLIENT****SCOPE OF WORK**

Housing for the Elderly
Taunton 667-3

Taunton Housing Authority

feasibility studies, site selection, schematic design, construction documents, construction administration

Housing for the Elderly
Ellis Building

South Boston Community
Development Corporation

feasibility studies,
schematic design

various locations throughout
Boston metropolitan area

Massachusetts Rehabilitation
Commission

full architectural services
related to modifications for
access to dwellings for
handicapped persons

20 Blackstone Street
Wilmington, Massachusetts

Wilmington Housing Authority

full architectural services
related to modifications for
access to dwelling, for
handicapped persons

Housing for the Elderly
Sawyer Towers 667-3

Quincy Housing Authority

full architectural services
related to masonry repairs
at ten-story concrete
frame masonry building

PROJECT	CLIENT	SCOPE OF WORK
New Towne Court - 294 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: masonry repairs, window replacement, bath- rooms
Putnam Gardens - 123 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: new bathrooms, kitchens, washers and dryers
Corcoren Park - 152 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: new bathrooms and kitchens
Washington Elms - 324 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: new bathrooms and kitchens
Woodrow Wilson - 69 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: new kitchens
Lincoln Way - 60 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: gutters, downspouts and storm doors

PROJECT	CLIENT	SCOPE OF WORK
Roosevelt Towers - 228 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: new exterior lighting and roof replace- ment
Jackson Gardens - 46 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: new hardware, doors, kitchens and exterior lighting
Jefferson Park - 309 units Cambridge, Massachusetts	Cambridge Housing Authority	full services related to modernization work including: new kitchens
Old Colony Housing - 873 units South Boston, Massachusetts	Boston Housing Authority	full services related to modernization work including: new bathrooms
Mission Hill - 1023 units Boston, Massachusetts	Boston Housing Authority	full services related to modernization work including: new aluminum window replacement
Housing for the Elderly 667-1 Wilmington, Massachusetts	Wilmington Housing Authority	full services related to modernization work including: replacement windows, roofs and septic system pump chamber

SCOPE	CLIENT	SCOPE OF WORK
Housing for the Elderly Olive Street 667-1 Woodman Street 667-3B Essex/Tilden Street 667-2 Magnolia Street 667-3A Lynn, Massachusetts	Lynn Housing Authority	feasibility studies related to comprehensive modernization work including: shingle roofs, windows, insulation, exterior lighting, driveway and parking lots community center replacement
Fairfax Gardens 17-1 Taunton, Massachusetts	Taunton Housing Authority	full services related to modernization work including new kitchens, bathrooms, exterior stairs and electric service
Clinton Street 16-2 Chelsea, Massachusetts	Chelsea Housing Authority	full services related to modernization work including: new built up roofing, masonry repairs and waterproofing, new exterior doors
Locke Street 16-1 Chelsea, Massachusetts	Chelsea Housing Authority	full services related to modernization work including: masonry repairs and waterproofing and new entrance doors

PROJECT	CLIENT	SCOPE OF WORK
Housing for the Elderly Chelsea 667-1 Chelsea, Massachusetts	Chelsea Housing Authority	full services related to modernization work including: new built up roofs
Snug Harbor Quincy 200-1 Quincy, Massachusetts	Quincy Housing Authority	full services related to modernization work including: exterior siding, shingle roofs, replacement window sash, exterior doors and weatherstripping new bathrooms
Riverview Quincy 20-1 Quincy, Massachusetts	Quincy Housing Authority	full services related to modernization work including: new shingle roofs, and combination storm doors and windows
Pagnano Towers Quincy 20-2 Quincy, Massachusetts	Quincy Housing Authority	full services related to modernization work including: incinerator removal and installation of refuse handling compactor

PROJECT	CLIENT	SCOPE OF WORK
Charlestown, Massachusetts - 96 units	Boston Housing Authority	We and our consultants reviewed for compliance with the approved construction documents all construction techniques and materials that were used in the building. In addition, we were responsible for seeing that all applicable codes, regulations and standards in regard to construction, safety, and requirements for the elderly and handicapped were met. We provided the Housing Authorities and the Department of Housing and Urban Development (HUD) with daily reports, weekly summaries, and certificates of compliance at the completion of the project.
West Roxbury, Massachusetts - 72 units	Boston Housing Authority	
Mattapan, Massachusetts - 64 units	Boston Housing Authority	
Hyde Park, Massachusetts - 48 units	Boston Housing Authority	
South End Elderly Housing - 3 buildings, 234 units	Boston Housing Authority	
E.T.C. Elderly Housing - 204 units	Boston Housing Authority	
West Roxbury - 104 units	Boston Housing Authority	
Daniel F. Burns Apartments - 199 units	Cambridge Housing Authority	
Lynn B. Johnson Apartments - 181 units	Cambridge Housing Authority	
Robert Weaver Apartments - 20 units	Cambridge Housing Authority	
Riverside/Cambridgeport Community Rehabilitation - 30 units	Cambridge Housing Authority	
Urban Development and Investment Corporation - 26 units	Cambridge Housing Authority	

PROJECT	CLIENT	SCOPE OF WORK
Hyde Park Municipal Building Boston, Massachusetts	City of Boston Public Facilities Department	feasibility studies, schematic design, contract documents and construction administration
North Bennet Street Bathhouse and Gymnasium Boston, Massachusetts	City of Boston Public Facilities Department	feasibility studies, schematic design, contract documents and construction administration
Roslindale Municipal Building and Health Clinic Boston, Massachusetts	City of Boston Public Facilities Department	feasibility studies, schematic design, contract documents and construction administration
182 Tremont Street Office Building Boston, Massachusetts	City of Boston Public Facilities Department	feasibility studies, schematic design, contract documents and construction administration
William Devine Golf Course Clubhouse Boston, Massachusetts	City of Boston Public Facilities Department	feasibility studies, schematic design, contract documents and construction administration

PROJECT	CLIENT	SCOPE OF WORK
Charlestown Administration Building Boston, Massachusetts	Boston Housing Authority	fire loss survey, schematic design, contract documents, construction administration
Fairfax Gardens Community Building Taunton, Massachusetts	Taunton Housing Authority	full architectural services including: schematic design, contract documents, construction supervision

PROJECT	CLIENT	SCOPE OF WORK
Dinis Houses Winchester, Massachusetts	Steve and Charles Dinis	schematic design, construction documents for pair of houses
Apartment Building Renovation 8284 Commercial Street Boston, Massachusetts	Richard Settignano	full architectural services related to renovations of existing vacant five story building to luxury apartments
Jacobson House Swampscott, Massachusetts	Arnold A. Jacobson	full architectural services related to construction of single family house

PROJECT	CLIENT	SCOPE OF WORK
West Bridgewater Police Station West Bridgewater, Massachusetts	City of West Bridgewater	schematic design
Southeastern Correctional Center MCI Bridgewater, Massachusetts	Bureau of Building Construction	full architectural services related to modifications including: new and upgraded facilities for inmates and visitors
Roslindale Health Center Roslindale, Massachusetts	City of Boston Public Facilities Department	full architectural services related renovations for conver- sion to community health service delivery facility

PROJECT	CLIENT	SCOPE OF WORK
Building Number 18 Renovations Boston Marine Industrial Park South Boston, Massachusetts	Economic Development Industrial Corporation	full architectural services related to renovation/ alterations of former United States Navy industrial build- ing for commercial use
Window Replacement Building Number 49 Boston Marine Industrial Park South Boston, Massachusetts	Economic Development Industrial Corporation	full architectural services related to window replacement in trade school/office build- ing
Warehouse Addition Boston Banana Company South Boston, Massachusetts	Boston Banana Company	full architectural services related to addition to existing warehouse space
Manufacturing Plant Addition Waterlac Finish Company Danvers, Massachusetts	Waterlac Finish Company	full architectural services related to addition to existing manufacturing space
Manufacturing Plant Addition Harvard Folding Box Company Lynn, Massachusetts	Harvard Folding Box Company	full architectural services related to addition to existing manufacturing space
Babyland Toys Market Realty Trust Building Lynn, Massachusetts	Samuel Tassel	full architectural services related to construction of toy store showroom and warehouse building
St. Louis Shoe Store Boston, Massachusetts	Benjamin Singer	full architectural services related to interior design of retail store in leased space

PROJECT	CLIENT	SCOPE OF WORK
Architectural Consultant	Washington Elms Tenant Council Cambridge, Massachusetts	advised tenant group regarding comprehensive modernization plans proposed by Cambridge Housing Authority

REFERENCES

7

TELEPHONE NUMBER

BOSTON HOUSING AUTHORITY

Ernest Ketchum
Construction Manager

451-1250
X354

Jeff Cushman
Modernization Coordinator

451-1250
X353

Rita Martin, Chairperson
Old Colony, Tenant Task Force

268-4399

CAMBRIDGE HOUSING AUTHORITY

Eileen Henry, Member Cambridge Housing Authority Board

876-9848

Francis White, Director of Maintenance

864-3020

Florence West, Chairperson
Washington Elms Tenant Council

354-3507

CHELSEA HOUSING AUTHORITY

Arthur Angelo, Executive Director

884-5617

CITY OF BOSTON - PUBLIC FACILITIES DEPARTMENT

Daniel Hurley, P.E.

725-4831

DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT

Frank Dimeo
Maintenance Engineer

223-4135

TELEPHONE NUMBERECONOMIC DEVELOPMENT AND INDUSTRIAL CORPORATION OF BOSTON

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Director of Operations

725-3300

EXECUTIVE OFFICE OF COMMUNITIES AND DEVELOPMENT

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727-3246

Steve Lo
Staff Architect, Modernization

727-4096

Doug Kehoe
Assistant Director of Modernization

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MASSACHUSETTS REHABILITATION COMMISSION

William Mullin

727-6262

QUINCY HOUSING AUTHORITY

Clement O'Brien, Administrator

471-7050

Roberta Cohen, Chairperson
Harbor View Residents Committee

471-5239

SOUTH BOSTON COMMUNITY DEVELOPMENT CORPORATION

James Sullivan, Executive Director

269-3800

TELEPHONE NUMBERTAUNTON HOUSING AUTHORITY

Richard Johnson, Executive Director

823-6308

Larry Peters, Chairperson

824-8722

Fairfax Gardens Tenant Council

WILMINGTON HOUSING AUTHORITY

Henry Borrazzo, Executive Director

658-8531

TAUNTON HOUSING AUTHORITY

30 OLNEY STREET
TAUNTON, MASSACHUSETTS

02780
TEL. 823-6308



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JAMES T. THOMAS
JOHN A. SHEA
RICHARD J. MULCAHY
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JOSEPH M. GWODZ

EXECUTIVE DIRECTOR

RICHARD JOHNSON

December 10, 1980

To Whom It May Concern

I would like to take this opportunity to write a letter of recommendation in behalf of Arnold Jacobson and Associates, AIA.

Mr. Jacobson has been employed by the Taunton Housing Authority for the past several years. He has performed architectural and engineering work in rehabilitation of both state and federal units under the jurisdiction of the Taunton Housing Authority.

Mr. Jacobson has also been employed by the Taunton Housing Authority for the development of the new state elderly complex in this City.

Mr. Jacobson and his associates have always displayed themselves as true professionals and are a credit to the Architects International Association.

The plans and specifications prepared by his firm have been explicit and detailed in accordance with guidelines set forth by the Department of Housing and Urban Development and the Executive Office of Communities and Development.

Mr. Jacobson also has the unique ability to deal with Public Housing tenants and the many problems generated by their social-economic status.

I have always found his staff to be congenial, cooperative and responsive to our individual needs. His work has always been timely and conscious of our budget limitations.

It is without reservation that I recommend him for any architectural work for which he may apply.

If you wish any further information regarding Mr. Jacobson, please feel free to call me at your convenience.

Sincerely,

Taunton Housing Authority

Richard Johnson-Executive Director

RJ:fb

CARMINE G. D'OLIMPIO
Chairman

Telephone 471-7050

EDWARD S. GRAHAM
Vice Chairman

ALPHONZO D. PAPILE
Treasurer

REV. WILLIAM R. MCCARTHY
Assistant Treasurer

LOLITA C. HARRIS

Quincy Housing Authority

80 CLAY STREET

QUINCY, MASSACHUSETTS 02170

CLEMENT A. O'BRIEN
Administrator

October 17, 1979

To Whom it May Concern:

Arnold Jacobson, Architect, of Arnold Jacobson Association of 2464 Massachusetts Avenue, Cambridge, Mass., has been performing professional services for the Quincy Housing Authority under both State and Federal Programs since 1978.

His work has been diversified in character and has been most satisfactory in every level of professionalism, and also in regard to his ability to relate to all segments involved. This includes the personnel of the Authority, related professions, tenants, contractors and the staff of the funding agencies.

The Authority, and myself personally, would recommend Mr. Jacobson as a most competent Architect, a warm and responsive person, and a dedicated, loyal individual in every regard. As evidence of his competency, the Authority has awarded to him, two additional rehabilitation projects to handle.

Sincerely yours


Clement A. O'Brien
Administrator

BOSTON HOUSING AUTHORITY

230 CONGRESS STREET, BOSTON, MASSACHUSETTS 02110

March 1, 1974

Arnold A. Jacobson and Associates
220 Concord Avenue
Cambridge, Mass. 02138

Dear Mr. Jacobson:

I wish to commend your firm in the services you provided in the implemtation of our \$11 million dollar Federal modernization program. The manner in which your firm worked with the Tenant Task Force groups in providing a bathroom design which was pleasing to the community and within their budget has been established as a model for the Authority to use in other developments.

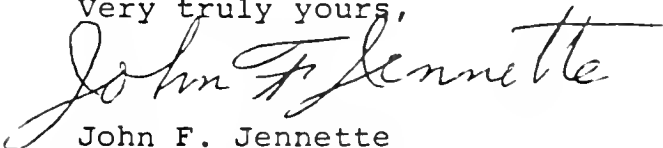
Your performance has been discussed by the Tenant Community Group and when money was received for State modernization work, your firm was the first to be hired to assist in initiating this \$5 million dollar program.

Your personal involvement in the highest low-rent elderly development built in the city assured us of an aesthetic well built building. At the time when many developments were bid, only this one came under the budgetary figure. It has now been in operation for over four (4) years and our maintenance problems have been miniscule.

As inspecting architect for the turnkey developments, your services have been commendable and because of this the Authority has engaged your firm in more buildings than any other architect.

Your expertise in new construction, inspection services, modernization, and rehabilitation of existing units places your firm high on the Authority's list of consultants.

Very truly yours,



John F. Jennette
Chief of Maintenance Engineering

JFJ/por

Cambridge Housing Authority

Cambridge, Massachusetts 02139

MARY A. CASTRIOTTA
CHAIRMAN

NORMAN C. WATSON
VICE-CHAIRMAN

WALTER L. REED
GERALD S. HOVENANIAN
JOHN F. CLINTON

REGINALD J. GUICHARD
EXECUTIVE DIRECTOR

JOHN E. DONOVAN
ASSISTANT
EXECUTIVE DIRECTOR

CHARLES A. FERRARO
COMPTROLLER

To Whom It May Concern:

Mr. Arnold A. Jacobson has been the Inspecting Architect for the Cambridge Housing Authority, on three of its so-called "Turnkey" Projects, since their inception, and in this capacity, has been most cooperative at all times, and performed his work in a most commendable manner.

Mr. Jacobson has also been Architect for the Authority, under our Federal Modernization Program. He has worked diligently in this capacity, giving of his time most generously, day and night, to the satisfaction of the Authority and tenants alike. In fact, his work has been so satisfactory, that the tenants have recommended that he also be chosen Architect for our State Modernization Program.

Sincerely,



Mary A. Castriotta
Chairman

MAC/eb

FAIRFAX GARDENS TENANTS ASSOCIATION INCORPORATED

Safety and Security

1 DEWERT AVENUE

TAUNTON, MASSACHUSETTS 02780

Safety and Security Tel. 822-7129

1/20/81

Tenants Association Tel. 822-7128

TO: ARNOLD JACOBSEN

RE: ARCHITECT FOR TAUNTON HOUSING AUTHORITY

DEAR ARNOLD,

THE FAIRFAX GARDENS TENANTS ASSOCIATION WOULD LIKE TO THANK YOU FOR YOUR UNDERSTANDING AND COOPERATION YOU HAVE SHOWN US DURING THE LAST FEW MEETINGS I HAVE HAD WITH YOU.

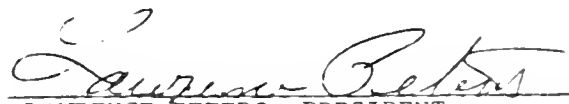
CONCERNING OUR MODERNIZATION AND ESPECIALLY CONCERNING OUR NEW BUILDING.

I FEEL THAT YOU HAVE MORE THAN GIVEN THIS ORGANIZATION THEIR INPUT INTO THE DRAWING UP OF THIS NEW BUILDING.

I PERSONALLY WOULD LIKE TO THANK YOU FOR GOING OUT OF YOUR WAY TO COME DOWN HERE AND EXPLAIN THE BLUE PRINTS WITH ME.

AND ESPECIALLY FOR LISTENING TO WHAT THIS ORGANIZATION IS LOOKING FOR IN THIS COMMUNITY BUILDING.

SINCERELY,


LAWRENCE PETERS, PRESIDENT

M.C.M.'S DEVELOPMENT PRO FORMA FOR CONDOMINIUMS
(Estimates in 1982 Dollars using an
8% Annual Inflation Factor from 1981)

Acquisition Cost

Land		
Buildings	\$2,000. x 23 Units	<u>\$46,000.</u>
Total		<u>\$46,000.</u> *

Construction Cost

New (\$ /GSF)		
Rehab (\$39.08/GSF) x 25,000	<u>\$977,000.</u>	
Site Preparation (\$ /GSF)		
Parking (\$100 per Space) x 26	<u>\$ 2,600.</u>	
Total		<u>\$979,600.</u> **

Related Costs

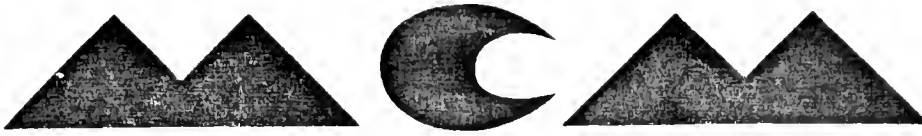
Architect/Engineering	<u>\$ 45,000.</u>	
Legal	<u>\$ 40,000.</u>	
Accounting	<u>\$ 3,500.</u>	
Developer	<u>\$ --</u>	
Other Fees (Consultant)	<u>\$ 10,000.</u>	
Construction Loan Interest (11 mos. @16% on \$1.2M)	<u>\$109,725.</u>	
Real Estate Taxes (Constr. period)	<u>\$ 2,000.</u>	
Condominium Carrying Cost (Sale period)	<u>\$ 2,500.</u>	
Insurance	<u>\$ 2,500.</u>	
Title	<u>\$ 2,500.</u>	
Total	<u>\$</u>	<u>\$217,725.</u> ***

Contingency (3% of \$1,002,600.)	<u>\$ 30,078.</u>
Total Development Cost	<u>\$1,273,403.</u>

NOTE: * Purchase price is low so that units will be affordable to local residents.

** This figure is dependent upon fluctuations in the labor and material market.

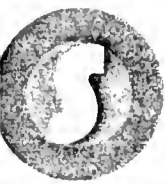
***This is subject to rates for money at time of placing financing.



M.C.M.'S DEVELOPMENT PRO FORMA FOR CONDOMINIUMS
(Estimates in 1982 Dollars using an
8% Annual Inflation Factor from 1981)

Equity Participation - 15% of \$1,273,403.	<u>\$191,010.</u>	
Condominium Development Costs/NSF \$1,273,403./25,000.	<u>\$ 50.94</u>	
Condominium Sales/NSF \$1,525,000./25,000.	<u>\$ 61.00</u>	****
<hr/>		
Gross Sales Proceeds	<u>\$1,525,000.</u>	****
Less Marketing fees (6% of Gross Sales Proceeds)	<u>(\$ 91,500.)</u>	
Less Development Costs	<u>(\$1,273,403.)</u>	
Net Profit (Before Taxes)	<u>\$ 160,097.</u>	
Return on Equity	<u>13%</u>	

NOTE: ****Sales price will also depend on availability of
mortgage funds.



SECURITY
NATIONAL
BANK

CENTRAL BRANCH, LYNN, MA

THOMAS P. IARROBINO

December 14, 1981

Mr. Frederick Massaro, President
Major Construction Management Corp.
12 Day Street
Lynn, Massachusetts

RE: Philip H. Sheridan School
East Boston, Massachusetts

Dear Mr. Massaro:

We would be most pleased to offer you the required financing
for the conversion to condominiums of the Sheridan School in East
Boston.

Please feel free to contact us at your convenience if you
acquire the property.

Very truly yours,

Thomas P. Iarrobino
Senior Vice President

TPI:af



SHERIDAN CONDOMINIUMS - BUILDING CONCEPT

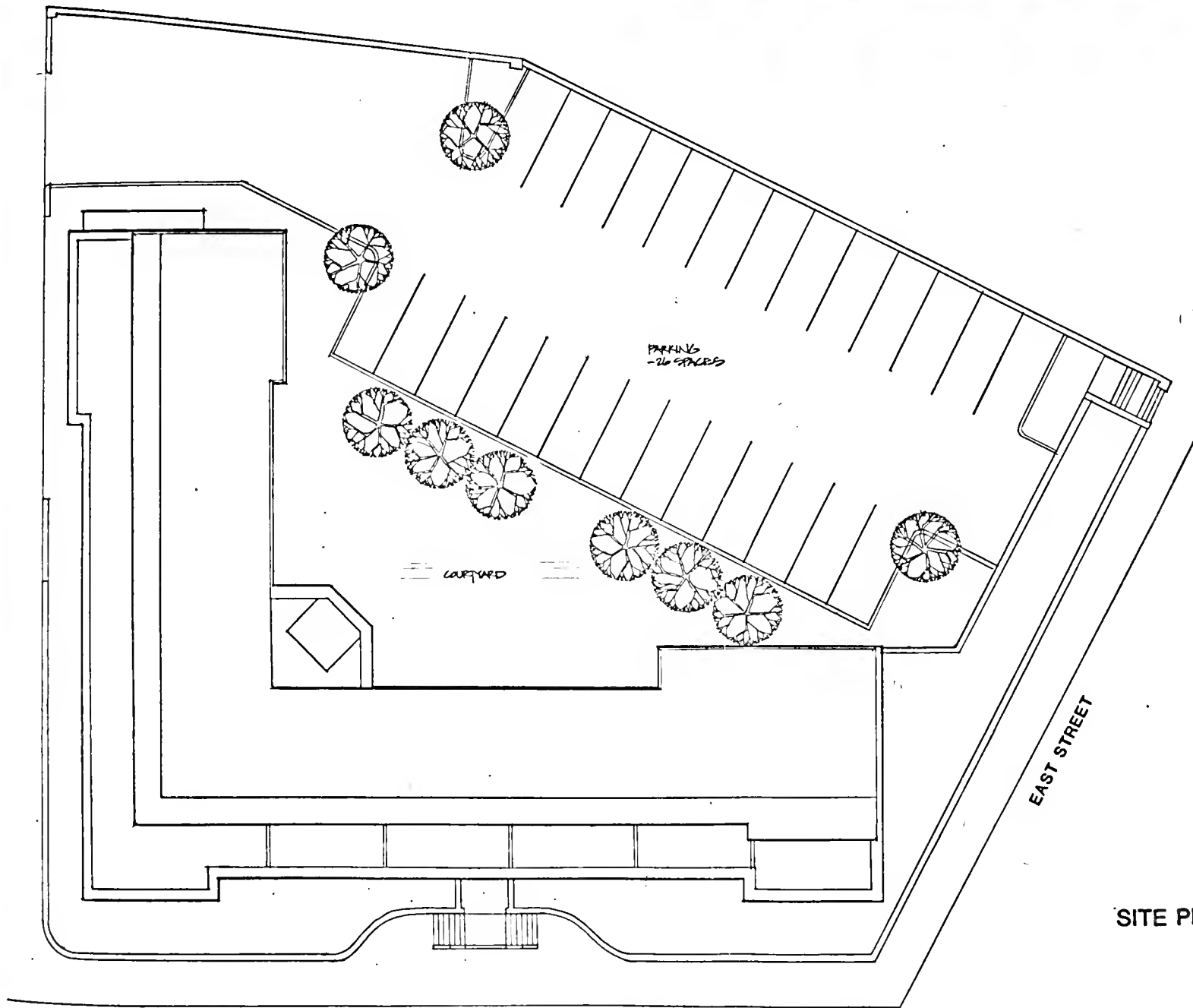
The Phillip J. Sheridan School is a good example of school construction, and is well suited to conversion to residential use. The single-loaded corridors, ample window areas, high ceilings and the rich architectural detail allow for a level of amenity not possible in standard housing construction.

Our renovation strategy primarily utilizes the existing classroom configuration to accommodate two-bedroom flat apartments, with the exception of the top floor. Here we have proposed adding a fourth level by breaking through the roof and locating upper storey bedrooms for two-bedroom duplex apartments as well as some one-bedroom flat apartments. In that the existing high parapet wall as well as the siting of the Sheridan on higher land than the adjoining properties makes this addition barely visible, we feel that it is an appropriate element and well justified by the supplement of additional units and the amenity value of the view to be gained from the roof decks. These units will be truly spectacular with outstanding qualities of light and space.

Parking will be furnished at one space per unit plus visitor parking on the former playground lot behind the building, with security provisions such as area lighting and a new fence to restrict access. Further security measures to be employed in the project would include control of entry by buzzer intercom and closed circuit camera at the entry and security screens for ground floor apartments.

An issue specific to East Boston which must be addressed is the noise problem generated by low-flying planes. We feel that the effect of the new thermopane windows with storm sash as well as heavy roof insulation at the new penthouse level will reduce this periodic aggravation to a minor nuisance.

Finally, the impact of this new availability of moderate - income oriented ownership opportunities on the East Boston community should insure a welcome acceptance of the building by the neighborhood.



PRESCOTT STREET

EAST STREET

SITE PLAN

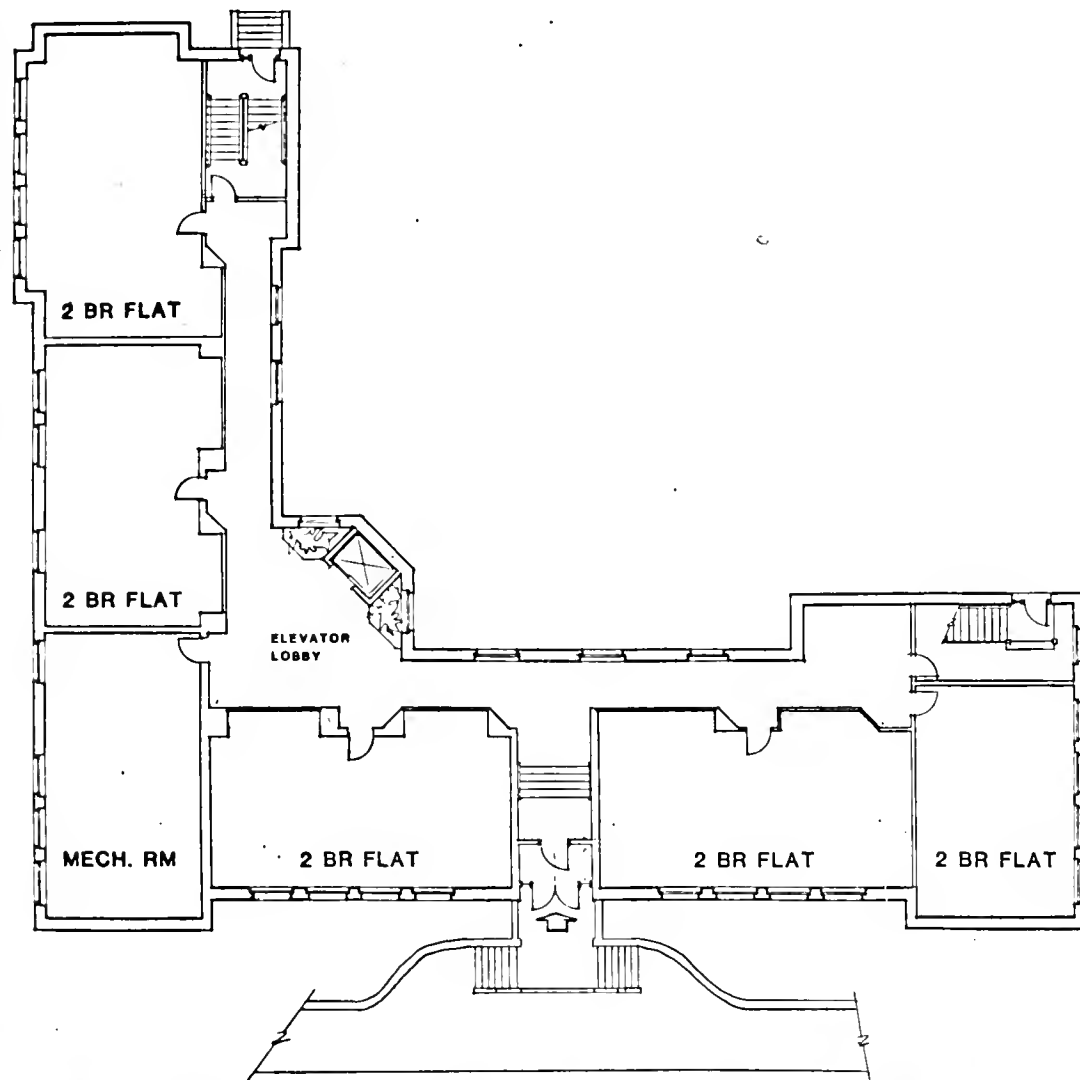


UNIT COUNT
 6 - 1 BR FLATS
 6 - 2 BR DUPLEXES
 11 - 2 BR FLATS

REVISIONS
SCALE 1/8" = 1'-0"
DATE 12/15/81

SHERIDAN CONDOMINIUMS EAST BOSTON, MASS.
 MAJOR CONSTRUCTION MANAGEMENT CORP.
 ARNOLD A. JACOBSON AND ASSOCIATES ARCHITECTS
 660 SUMMER STREET BOSTON, MA. 02210 617-426-0065





FIRST FLOOR PLAN

20 0 8
SCALE IN FEET

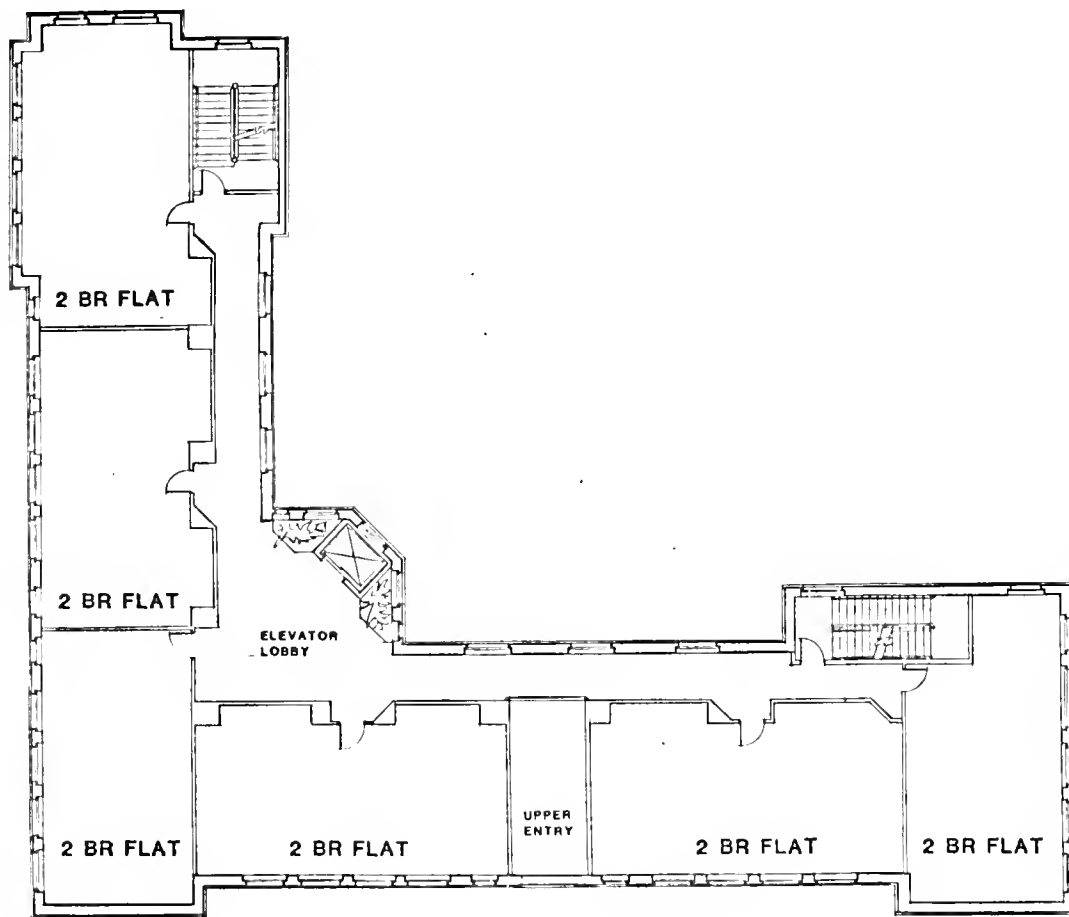
REVISIONS

SCALE 1/8" = 1'-0"

DATE 15 DEC 81

SHERIDAN CONDOMINIUMS EAST BOSTON, MASS.
MAJOR CONSTRUCTION MANAGEMENT, CORP.
ARNOLD A. JACOBSON AND ASSOCIATES ARCHITECTS
660 SUMMER STREET BOSTON, MA. 02210 617-426-0065





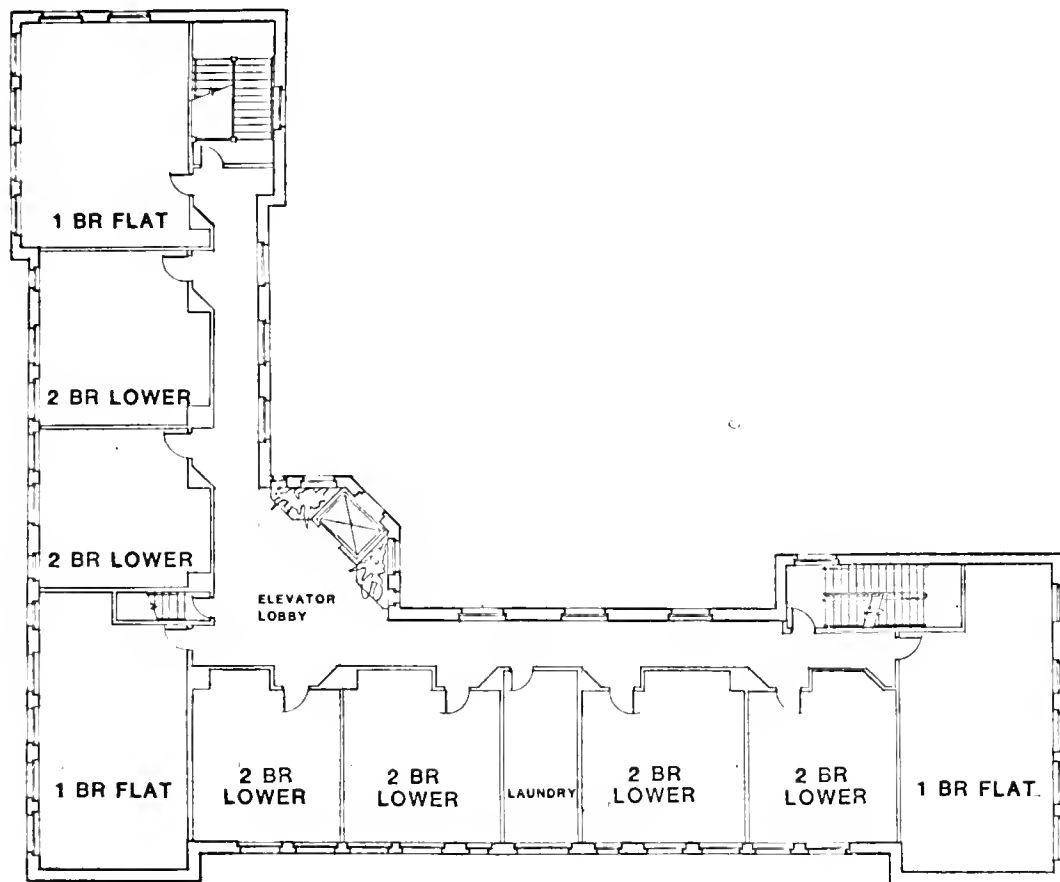
SECOND FLOOR PLAN



REVISIONS	
SCALE	1/8"=1'-0"
DATE	12/22/82

SHERIDAN CONDOMINIUMS EAST BOSTON, MASS.
 MAJOR CONSTRUCTION MANAGEMENT CORP.
 ARNOLD A. JACOBSON AND ASSOCIATES ARCHITECTS
 660 SUMMER STREET BOSTON, MA. 02210 617-426-0065





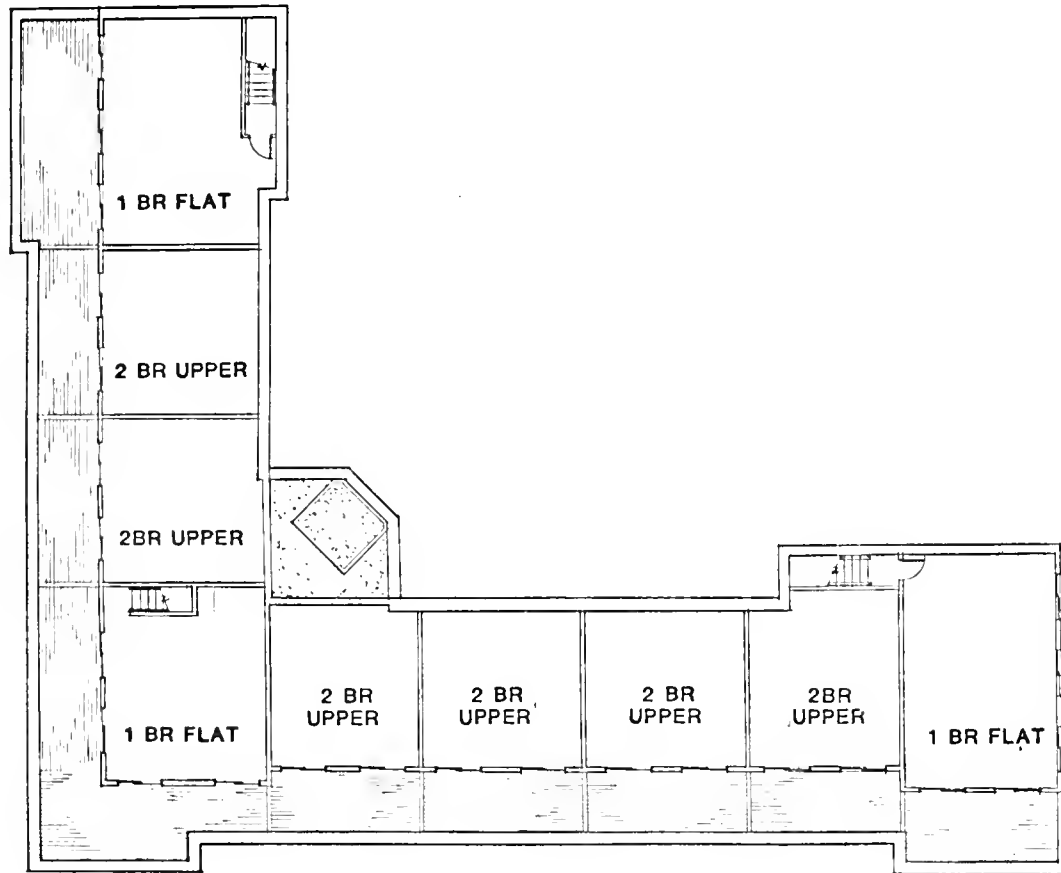
THIRD FLOOR PLAN

20 0 8
SCALE IN FEET

REVISIONS
SCALE 1/8"=1'-0"
DATE 5/20/88

SHERIDAN CONDOMINIUMS EAST BOSTON, MASS.
MAJOR CONSTRUCTION MANAGEMENT CORP.
ARNOLD A. JACOBSON AND ASSOCIATES ARCHITECTS
660 SUMMER STREET BOSTON, MA. 02210 617-426-0065





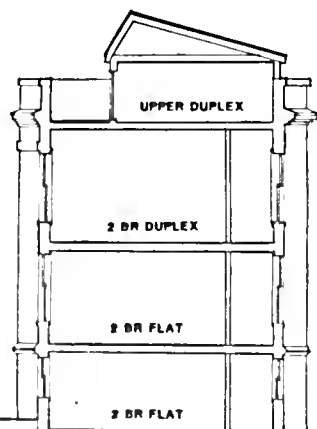
FOURTH FLOOR PLAN



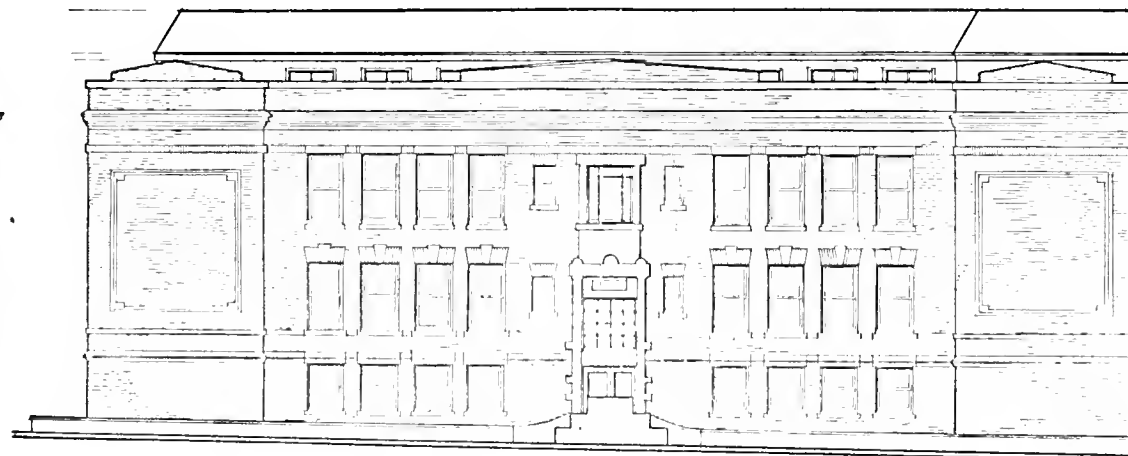
REVISIONS
SCALE 5/8" = 1'-0"
DATE 5/26/88

SHERIDAN CONDOMINIUMS EAST BOSTON, MASS.
 MAJOR CONSTRUCTION MANAGEMENT CORP.
 ARNOLD A. JACOBSON AND ASSOCIATES ARCHITECTS
 660 SUMMER STREET BOSTON, MA. 02210 617-426-0065

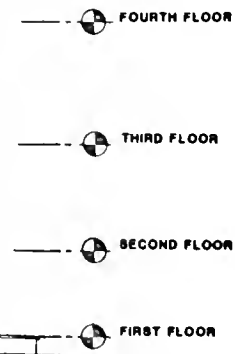
45
 25



TYPICAL SECTION



FRONT ELEVATION



REVISIONS
SCALE 1/8" = 1'-0"
DATE 1506/2/01

SHERIDAN CONDOMINIUMS EAST BOSTON, MASS.
MAJOR CONSTRUCTION MANAGEMENT CORP.
ARNOLD A. JACOBSON AND ASSOCIATES ARCHITECTS
660 SUMMER STREET BOSTON, MA 02210 617-426-0065



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